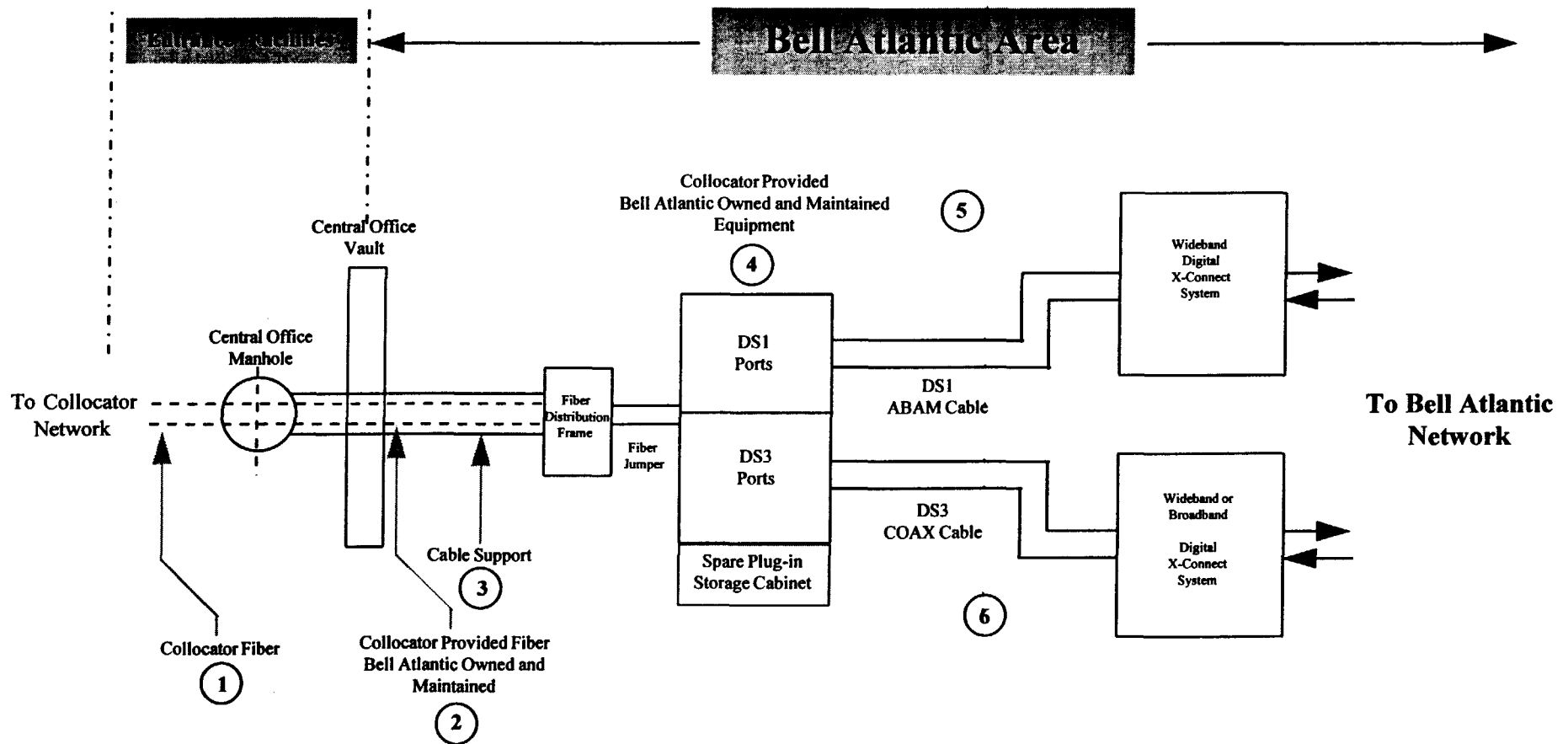


# Bell Atlantic Virtual Collocation



## **VIRTUAL COLLOCATION DIAGRAM**

1. **Fiber Cable:** The Fiber cable to the central office manhole is owned by the interconnector.
2. **Fiber Cable:** The fiber cable from the central office manhole to the Fiber Distribution Frame is Collocator provided fiber that is Bell Atlantic owned and maintained.
3. **Cable Support:** The cable support structure is owned by Bell Atlantic. It includes a combination of the cable rack and conduit from the central office manhole to the Fiber Distribution Frame (FDF) and the fiber jumper and racking from the FDF to collocator provided, Bell Atlantic owned and maintained transmission equipment.
4. **Collocator Equipment:** The transmission equipment is collocator provided and Bell Atlantic owned and maintained.
5. **1.544 Mbps DS1 Cross Connect:** The DS1 cross connect is owned by Bell Atlantic. It includes the EDSX, ABAM (electrical) cable, and cable support.
6. **44.736 Mbps DS3 Cross Connect:** The DS3 cross connect is owned by Bell Atlantic. It includes the EDSX, COAX (electrical) cable, and cable support.

**BELL ATLANTIC**

**ATTACHMENT G**

**Listing of Real Estate Sources  
Used to Develop**

**Market Rental Rate for Standard Office Space**

**+    Operating Costs**

-----

**=    Full Service Rental Rate**

## **Attachment G**

The following is a listing of the Commercial Real Estate Services Companies used in the development of the "Full Service Rental Rate." The item number corresponds to the Reference numbers listed on the chart in Attachment I.

1. Black's Guide
2. Realty Information Group
3. Casey & Associates, Inc.
4. Larson, Ball & Gould, Inc.
5. McShea & Company, Inc.
6. AHM Long & Foster
7. CM Commercial Realty
8. Barrueta & Associates
9. Virginia Realty & Development Company
10. Grubb & Ellis
11. Cushman & Wakefield
12. Binswanger Company

**ATTACHMENT**  
**Newark Central Office**

**95 William Street**  
**Newark Market, New Jersey**

Before the  
**Federal Communications Commission**  
Washington, D.C. 20554

In the Matter of	)	
	)	
Bell Atlantic Telephone Companies'	)	CC Docket No. 96-165
New Expanded Interconnection Tariff	)	

**MOTION TO ACCEPT DIRECT CASE ONE DAY LATE**

Bell Atlantic respectfully asks the Commission to accept the attached Direct Case of Bell Atlantic one day late. Because of the volume of material that needed to be filed in support of its physical and virtual collocation tariffs, and the press of other cost studies that are being filed in concurrent state proceedings, Bell Atlantic was unable to complete all of the charts before the Commission's 5:30 p.m. close.

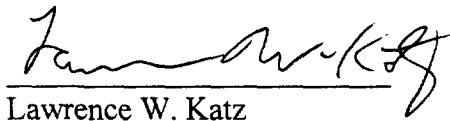
Bell Atlantic would have no objection to a deferral of the comment and reply date for a similar period. In this way, no party will be harmed by the one-day delay in receiving the attached direct case.

Accordingly, Bell Atlantic requests that the Commission accept the attached filing  
one day out of time.

Respectfully Submitted,

**The Bell Atlantic Telephone  
Companies**

By their Attorney

A handwritten signature in cursive script, appearing to read "Lawrence W. Katz", written over a horizontal line.

Lawrence W. Katz

Michael E. Glover  
Of Counsel

1320 North Court House Road  
Eighth Floor  
Arlington, Virginia 22201

(703) 974-4862

April 25, 1997

# BLACK'S OFFICE LEASING GUIDE 92

FALL  
Northern New Jersey Office Space Market

1990S BRING IMPORTANT  
CHANGES IN CORPORATE REAL  
ESTATE PLANNING AND  
DEVELOPMENT. AS A RESULT,  
MORE CORPORATIONS ARE  
TURNING TO DKM FOR  
GUIDANCE IN EVERYTHING  
FROM DEVELOPMENT MANAG-  
EMENT AND FINANCING  
THROUGH FACILITY MANAG-  
EMENT. WITH THE HELP OF  
BROKERS LIKE PHILIP SMITH OF  
CB COMMERCIAL, WE HAVE  
ACHIEVED NEW HEIGHTS IN A  
REAL ESTATE MARKET THAT  
REQUIRES HARD WORK AND  
DEDICATION.



PHILIP W. SMITH, III  
OF CB COMMERCIAL

STANDS IN FRONT OF  
DKM'S 410 GEORGE STREET IN  
DOWNTOWN NEW BRUNSWICK, NJ



# Project Economic Analysis

	LOW	MEDIUM	HIGH
INCOME (Rent with no concessions)	\$16.00	\$21.00	\$26.00
VACANCY ALLOWANCE	1.60	2.10	2.60
EFFECTIVE RENT	\$14.40	\$18.90	\$23.40
EXPENSES (All paid by landlord - gross leases):			
Real Estate Taxes	1.75	2.25	2.25
Janitorial Service	.60	.85	.85
Insurance	.18	.25	.25
Water and Sewer	.05	.15	.15
Electricity	.90	1.10 ←	1.10
Gas	.85	1.00	1.00
Elevator	.04	.07	.07
Scavenger	.03	.05	.05
Snow Removal	.03	.03	.03
Landscaping Maintenance	.12	.18	.18
Supplies	.05	.08	.08
Painting, Decorating and Repairs	.25	.40	.40
Management	.43	.60	.60
TOTAL	\$5.28	\$7.01	\$7.01
NET OPERATING INCOME	\$9.12	\$11.89	\$16.39
RETURN ON COST (Cost = \$130.00 Average)	7.02%	9.15%	12.61%
AVERAGE 9.59%			

## The Whole Story

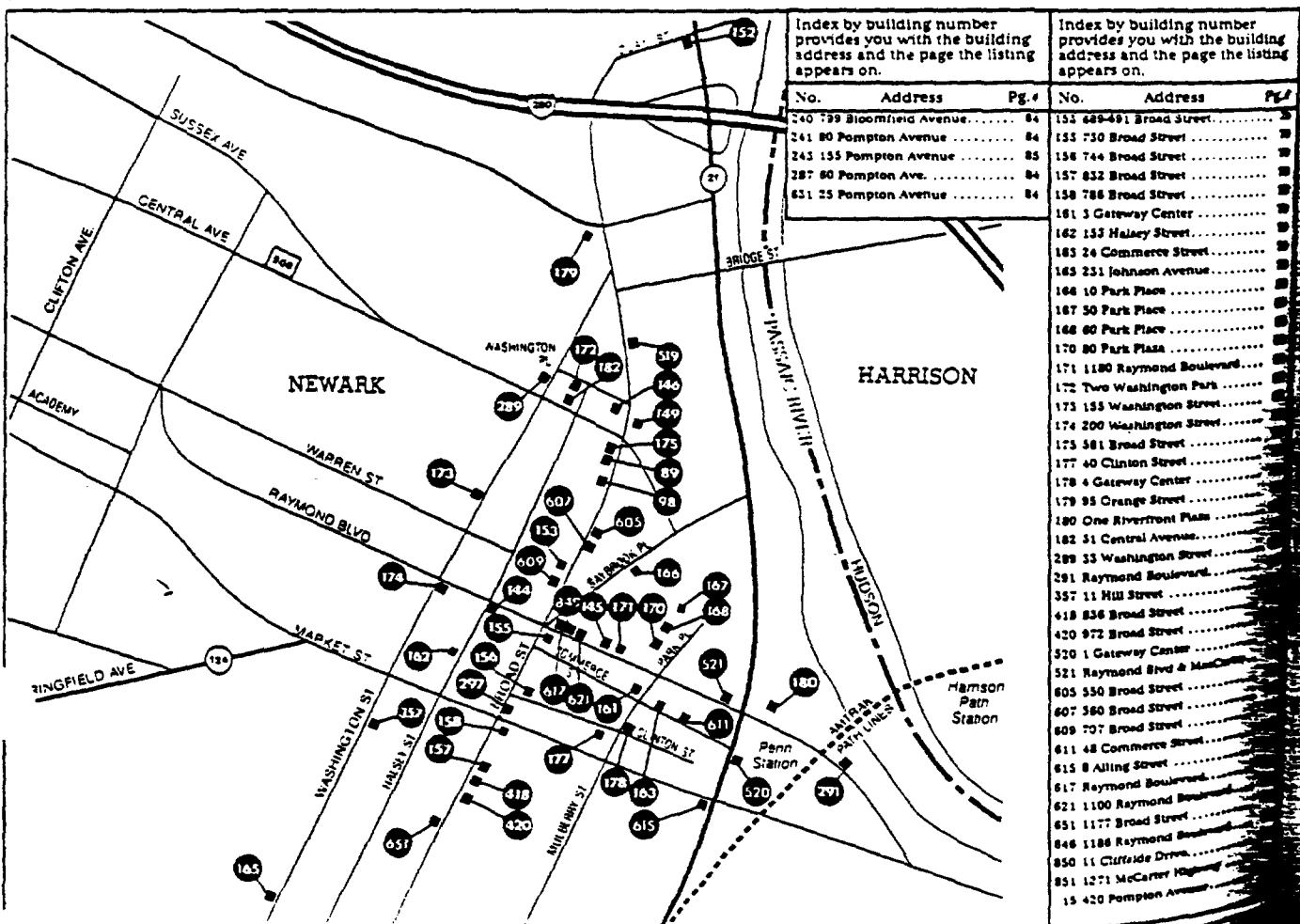
Advertiser listings in the Office Directory section are printed in boldface and cross-referenced to corresponding ads. Turn to the ads for more information about location, features and amenities.

Building Name Address Town	Map Information Year Built Parking Ratio:1000	Contact Leasing Agency Phone	Stories Floor Size Total Size	Development Stage Rent Add Ons	Min Available Largest Available Sq. Ft.
Gains 585-591 Broad Street Newark NJ	Page 41, #153 Office Completed	Crang-Hardwood Squire Industries Inc. 201-766-0050	3 Floors 25,000 per fl. 200,000 total	To Be Determined	No Space Available
707 707 Broad Street Newark NJ	Page 41, #609 Office Completed 1920	Brian Berman Hartz Mountain Ind., Inc. 201-617-5035	10 Floors 50,000 per fl. 500,000 total	To Be Determined	No Space Available
730 Broad Street 730 Broad Street Newark NJ	Page 41, #155 Office Completed 1966	Steven Krieger U.S. Realty & Investment 201-622-5959	6 Floors 5,200 per fl. 32,000 total	Relet Negotiable	2,400 10,300 10,300
National Newark & Essex Building 744 Broad Street Newark NJ	Page 41, #156 Office Completed 1930	L. Tsoetschny/A. Hassinger Helmsley-Spear, Inc. 201-643-6822	34 Floors 28,000 per fl. 566,400 total	Relet \$15.00 + Electric	1,000 26,000 152,000
786 Broad Street 786 Broad Street Newark NJ	Page 41, #158 Office Completed	Mr. Roberts 786 Broad St. Assoc. 212-239-8580	16 Floors 4,000 per fl. 50,000 total	To Be Determined	No Space Available
Grant USA I 832 Broad Street Newark NJ	Page 41, #157 Office Future Proposed	Harry Grant Grant Properties 201-547-4000	30 Floors 22,000 per fl. 442,367 total	New To Be Determined	442,367 442,367 442,367
Newark Renaissance Center 836 Broad Street Newark NJ	Page 41, #418 Office Future Proposed	Drew Pappamaster Grant Properties 201-547-4000	5 Floors 12,500 per fl. 225,000 total	New To Be Determined	225,000 225,000 225,000
972 Broad Street 972 Broad Street Newark NJ	Page 41, #420 Office Completed 1927	Harry K. Hampel Pro Management Assoc. 201-642-2156	10 Floors 3,600 per fl. 50,000 total	Relet \$15.00 + Electric	500 7,600 7,600
1177 Broad 1177 Broad Street Newark NJ	Page 41, #651 Office Completed 1980 3.5/1000	Anthony Rispoli Federal Business Centers 201-624-2222	1 Floor 9,585 per fl. 9,585 total	Relet \$5.40 + Everything	9,555 9,555 9,555
31 Central Avenue 31 Central Avenue Newark NJ	Page 41, #182 Office Completed 0.5/1000	Steven Krieger U.S. Realty & Investment 201-622-5959	2 Floors 17,000 per fl. 34,000 total	Relet To Be Determined	450 8,400 8,400
Sandstone 40 Clinton Street Newark NJ	Page 41, #177 Office Completed 1913	C.H. Sanders/R. Stone Sandstone Assoc. 201-624-7879	8 Floors 2,700 per fl. 25,000 total	To Be Determined	No Space Available
Federal Trust Building 24 Commerce Street Newark NJ	Page 41, #163 Office Completed 1927	L. Tsoetschny/A. Hassinger Helmsley-Spear, Inc. 201-643-6822	21 Floors 5,400 per fl. 173,000 total	Relet \$11.00 + Electric	1,000 5,400 16,200
48 Commerce Street 48 Commerce Street Newark NJ	Page 41, #611 Office Completed	Douglas C. Steiner The Sudler Companies 201-229-5400	3 Floors 2,000 per fl. 6,500 total	Relet To Be Determined	2,000 2,000 6,000
McClellan Distribution 856 Frelinghuysen Newark NJ	Page 35, #422 Office Completed 1988	Tom Kelly Mountain Development Corp 201-279-9000	1 Floor 85,000 per fl. 85,000 total	To Be Determined	No Space Available
One Gateway Center 1 Gateway Center Newark NJ	See Ad Page 67 Page 41, #520 Office Completed 1971 1.0/1000	Diane Musser Chayes Bender & Company 201-643-3333	26 Floors 18,800 per fl. 525,000 total	Relet \$26.00 + Electric	4,000 18,800 58,500
Three Gateway Center 3 Gateway Center Newark NJ	Page 41, #161 Office Completed 1985 1.0/1000	Diane Musser Chayes Bender & Company 201-643-3333	18 Floors 25,000 per fl. 500,000 total	To Be Determined	No Space Available
Four Gateway Center 4 Gateway Center Newark NJ	Page 41, #178 Office Completed 1987 1.0/1000	Diane Musser Chayes Bender & Company 201-643-3333	15 Floors 22,000 per fl. 315,000 total	To Be Determined	No Space Available
153 Halsey Street 153 Halsey Street Newark NJ	Page 41, #162 Office Completed 1989 1.5/1000	Brian Berman Hartz Mountain Ind., Inc. 201-617-5035	15 Floors 36,880 per fl. 550,000 total	Relet \$18.00 + Electric	7,000 45,000 227,000
City Hall Place 11 Hill Street Newark NJ	Page 41, #357 Office Completed	Joseph Alpert Albert, Alpert & Sons Ltd. 201-461-5200	8 Floors 6,000 per fl. 45,000 total	New To Be Determined	8,000 8,000 42,000
231 Johnson Avenue 231 Johnson Avenue Newark NJ	Page 41, #165 Office Completed 1930 4.0/1000	Rich Kingan Federal Business Centers 201-624-2222	6 Floors 30,000 per fl. 224,000 total	Relet \$5.40 + Everything	17,000 43,000 150,000
Penn Plaza West 8 Ailing Street Newark NJ	Page 41, #615 Office Completed 1980 1.0/1000	J. Birmingham Cushman & Wakefield of NJ 201-935-4000	5 Floors 18,000 per fl. 70,500 total	Relet \$19.00 + Electric	70,000 70,000 70,000
The Twenty-One Building 1200 McCarter Highway Newark NJ	Page 41, #152 Office Future Proposed 4.0/1000	Vera Russo Broker Real Estate, Corp. 201-481-4410	20 Floors 29,500 per fl. 640,000 total	New To Be Determined	29,500 640,000 640,000
New West Urban Renewal 95 Orange Street Newark NJ	Page 41, #179 Flex. Renovated 1895 0.1/1000	Steven Krieger U.S. Realty & Investment 201-622-5959	4 Floors 100,000 per fl. 400,000 total	Relet Negotiable	100,000 350,360 350,360
Ten Park Place 0 Park Place Newark NJ	Page 41, #166 Office Completed 1921	Sal Vassallo Ten Park Place Assoc. 201-624-2320	10 Floors 15,700 per fl. 157,000 total	Relet \$19.50	5,000 15,700 25,700
Robert Treat Center 50 Park Place Newark NJ	Page 41, #167 Office Renovated 1920	Frank Duren The Berger Organization 201-623-2153	15 Floors 8,000 per fl. 130,000 total	Relet \$19.00 + Electric	500 4,000 12,500

## Go Where The Action Is!

Your half-page ad in this spot would be  
seen many times by thousands of Guide Users.  
Phone (908) 389-8440

Newark



**ATTACHMENT**

**Gaithersburg Central Office**

**5 North Frederick Avenue**

**Gaithersburg, Maryland**

LARSON, BALL & GOULD, INC.

November 25, 1992

Ms. Patricia Carter  
Assistant Manager, Real Estate  
C&P Telephone  
1 East Pratt Street  
#4 North  
Baltimore, Maryland 21201

Dear Pat:

Per our most recent conversations regarding C&P's potential sublease in the Gaithersburg area, we have put together the following analysis to define a market full service rental rate. The enclosed statistical information was gleaned from Larson, Ball & Gould, Inc.'s research department and from Realty Information Group (RIG), an independent real estate research company. Additionally, "market" information was obtained from comparing recent transactions with various market information contacts.

### **OBJECTIVE**

C&P must determine the sublease rate of approximately 100 square feet of office/R&D type space. The location is 5 North Frederick Avenue, Gaithersburg, Maryland. Based on current market conditions in this specific area and, based on the fact that the use is "specific" with respect to special air conditioning, non-windowed space, etc., what rental rate should be charged to a potential sublessee?

### **MARKET OVERVIEW**

Gaithersburg, Maryland currently has 1.8 million square feet of commercial office and R&D space available. .02% of the 1.8 million square feet, approximately 4,253 square feet, is sublease space. The market is experiencing a 26% vacancy rate and, therefore, landlords are still offering healthy concession packages to bring transactions to a close.

The quoted rental rates in this submarket range from \$10-\$22.00 per square foot. The value of the operating expense and tax base in Gaithersburg totals approximately \$4-\$6.00 per square foot. Therefore, deals are being signed on a full service effective basis between \$11.00 and \$15.00 per square foot, full service.

LARSON, BALL & GOULD, INC.

Ms. Patricia Carter  
November 25, 1992  
Page 2

Electricity is where C&P's subleases will probably be higher than the market. The average electricity is between \$1.50-\$2.00 per square foot for Gaithersburg, Maryland. However, since C&P's space most likely generates a higher than normal electric capacity, C&P should receive higher rates due to a much higher rate for electricity generated by a subtenant.

Larson, Ball & Gould, Inc.'s suggestion for C&P is to charge their subtenants on a full service basis, but to inflate the market rate for extra electricity. This is due to the unorthodox nature of the HVAC requirement and the need of the specialized filter required. This type of power usage could result in a higher electrical usage than a more traditional office space user. The cost of adding another electric meter to monitor this "electric" use should be factored into the rate. The cost could either be paid up front by C&P and amortized into the rental rate or be paid by the subtenant in lieu of other rental concessions.

The suggested rental rate would be \$11-\$15.00 per square foot, full service. This takes into consideration market conditions and the extra cost of electricity.

### **SUMMARY**

If the average rental rate of a full service Gaithersburg sublease space ranges from \$11-\$15.00 per square foot effectively, then that number includes an operating expense and tax base ranging from \$4-\$6.00 per square foot. The full service costs are as follows:

<b><u>Item</u></b>	<b><u>Cost</u></b>
Net Rental Rate	\$6.00/sq. ft.
Taxes	\$1-\$2.50/sq. ft.
Insurance, C.A.M. & Mgmt.	\$3-\$3.50/sq. ft.
Utilities	\$1.50-\$2.00/sq. ft.
Trash	\$ .20/sq. ft
Cleaning	\$ .80/sq. ft.
<b>Total</b>	<b><u>\$11-\$15.00 Full Service</u></b>

LARSON, BALL & GOULD, INC.

Ms. Patricia Carter  
November 25, 1992  
Page 3

The results on a full service basis equals \$11-\$15.00 per square foot. Taking an average and rounding up, a fair market full service sublease rental rate should equal \$13.00 per square foot, full service. We have enclosed exhibits prepared by Larson, Ball & Gould, Inc.'s market research department and the Realty Information Group showing the market vacancies, absorption, rental rates and available space in the Gaithersburg submarket.

Please call with any questions you may have.

Sincerely,



Stephen R. Collins  
Director, Corporate Services



J. George Reilly  
Senior Associate

11-24-GB.jgr

LARSON, BALL & GOULD, INC.

OFFICE SPACE ANALYSIS PREPARED FOR C&P TELEPHONE

November 25, 1992

GAITHERSBURG

Survey Statistics

New Space:	236,664	Total Buildings in Survey:	35
Relet Space:	224,310	Fully Leased Buildings:	0
Sublet Space:	4,253	Buildings with Space:	35
		Total Listings in Survey:	36
TOTAL Space Available:	465,227	Percent Leased:	74.0%
Total Rentable Space:	1,770,502	Vacancy Rate:	26.0%

Face Rents Analysis

	Count	Low	High	Average
Primary/New Space				
Full Service:	3	21.50	22.00	21.78
Triple Net:	1	7.50	7.50	7.50
Other:				
Secondary Space				
Full Service:	16	10.00	21.50	16.01
Triple Net:	3	6.00	12.75	12.05
Other:	11	5.85	17.00	13.39

Absorption Report

	Preceding 12 Months	1 Quarter Previous	2 Quarters Previous	3 Quarters Previous	4 Quarters Previous
Gross Absorption:	191,000	60,000	11,000	42,000	78,000
Net Absorption:	82,000	36,000	1,000	33,000	12,000

Information contained herein has been obtained from the Landlord of the property or Landlord's Agent, sources that we deem reliable. We have no reason to doubt its accuracy, but we do not guarantee it.



# C&P TEL. PHONE

## GAITHERSBURG

*Sample Survey*

ADDRESS	PERCENT LEASED	RENTAL RANGE	SERVICE TYPE	SF AVAIL
1 Bank St	94.5%	\$16	Full Service	1,493
1 W Deer Park Dr	60.9%	\$12	Full Service	12,500
101 Lakeforest Blvd	95.7%	\$16	Full Service	1,799
10675 Comprint Cir	0.0%	\$12	Plus All Utilities	1,000
18310 Montgomery Village Ave	70.0%	\$22	Full Service	36,563
18520-18526 Office Park Dr	97.0%	\$12	Utilities & Char	2,100
19100 Montgomery Village Ave	50.0%	\$13-\$16	Full Service	8,000
19630-19644 Club House Rd	68.2%	\$14	Utilities & Char	14,326
19650 Club House Rd	91.2%	\$17	Plus All Utilities	2,801
200 Orchard Ridge Dr	59.9%	\$22	Full Service	41,791
200 Professional Dr	74.6%	\$16	Full Service	15,000
22 Firstfield Rd	50.0%	\$13	Triple Net	27,000
26 N Summit Ave	97.4%	\$10	Full Service	560
270 Cassa Ct	100.0%	\$7	Plus All Utilities	1,800
431 N Frederick Ave	95.6%	\$6	Plus All Utilities	550
444 N Frederick Ave	91.8%	\$17	Full Service	5,755
481 N Frederick Ave	90.4%	\$16	Full Service	5,000
555 Quince Orchard Rd	22.0%	\$22	Full Service	84,385
6 Montgomery Village Ave	83.4%	\$17	Full Service	26,524
600 S Frederick Ave	98.8%	\$12	Full Service	200
615 S Frederick Ave	97.5%	\$11	+ Elec & Clean	750
630 E Diamond Ave	63.2%	\$8	Triple Net	28,000
656 Quince Orchard Rd	88.1%	\$15	Full Service	12,798
702 Russell Ave	93.1%	\$16	Utilities & Char	3,538
7611-7615 Rickenbacker Dr	76.2%	\$6	Triple Net	2,800
7901 Beechcraft Ave	83.1%	\$12	Full Service	3,000
800 S Frederick Ave	13.8%	N/A	Full Service	56,000

**C & P TEL. PHONE**

# GAITHERSBURG

### Sample Survey

ADDRESS	PERCENT LEASED	RENTAL RANGE	SERVICE TYPE	SF AVAIL
804 W Diamond Ave	65.7%	\$19	Full Service	10,300
806 W Diamond Ave	100.0%	N/A	Negotiable	900
814 W Diamond Ave	90.0%	\$19	Full Service	4,953
8945 N Westland Dr	91.7%	\$12	Full Service	1,000
900 Clopper Rd	41.8%	\$12	Triple Net	44,941
903 Russell Ave	75.0%	\$13	+ Elec & Clean	5,500
9200-9220 Wightman Rd	92.4%	\$15	+ Elec & Clean	800
941-A Russell Ave	92.3%	\$13	+ Elec & Clean	800

# FAIRMONT, IOWA, 1934-1935

**ATTACHMENT**

**Locust Central Office**

**1631 Arch Street  
Philadelphia, Pennsylvania**

SOUTH 18TH STREET

RITTENHOUSE REGENCY - 229 SOUTH 18TH STREET

- . 6 floors; approximately 28,000 square feet each
- . Approximately \$18.00 - \$20.00 per rentable square foot, full service
- . Escalation: Base Year
- . Beautiful views of Rittenhouse Square
- . No space available at present

1401 ARCH STREET

- . 14 floors; approximately 12,600 per rentable square feet
- . Approximately \$13.00 per rentable square foot
- . Escalation: direct pass through of expenses over base year
- . No space available at present
- . Excellent views of City Hall

1650 ARCH STREET

- . 27 floors; approximately 22,000 square feet
- . Approximately \$16.00 per rentable square foot, full service
- . Escalation: Base Year
- . Approximately 50,000 square feet currently available

ROBERT MORRIS BUILDING -- 17TH & ARCH STREETS (NWC)

- . 15 floors; approximately 6,600 square feet each
- . Approximately \$16.50 - \$18.50 per rentable square foot, plus electricity
- . Escalation: Base Year
- . Approximately 12,000 square feet available at present
- . Underwent major renovation
- . Space available for sublease also

BELL ATLANTIC TOWER -- 18TH & ARCH STREETS (NWC)



- . 51 floors; square footages vary from 14,000 - 21,000 square feet
- . Approximately \$25.00 per rentable square foot, triple net
- . Escalation: Dollar Stop
- . No space available at present

THE ABOVE STATED OUTLINE OF ECONOMIC TERMS IS INTENDED TO BE AS COMPLETE AS POSSIBLE, HOWEVER, NEITHER PARTY WILL BE BOUND TO THE OTHER UNTIL AND UNLESS A FORMAL WRITTEN LEASE AGREEMENT IS EXECUTED BY ALL PARTIES.

PARKWAY AREA (cont'd.)

TWO LOGAN SQUARE -- 18TH & ARCH STREETS (NWC)

\*

- . 34 floors; approximately 22,000 square feet each
- . Approximately \$23.00 - \$28.00 per rentable square foot, plus electric
- . Escalation: Base Year
- . Approximately 90,000 square feet available at present; largest contiguous of approximately 52,000 (lower floors)
- . Adjacent to Four Seasons Restaurant and Benjamin Franklin Parkway; parking on site

5 LOGAN SQUARE -- 20TH & CHERRY STREETS (SWC) - (FORMER FRANKLIN RESEARCH CENTER)

- . 4 stories; approximately 30,000 square feet each
- . Approximately \$18.00 - \$20.00 per rentable square foot, plus electric
- . Escalation: Dollar Stop
- . Approximately 120,000 square feet available at present
- . Located off Benjamin Franklin Parkway
- . Total renovation has been planned; awaiting anchor tenant

RODIN PLACE -- 401 NORTH 21ST STREET

- . 5 floors; approximately 70,000 square feet each
- . Approximately \$3.00 - \$7.00 per rentable square foot, plus electric
- . Escalation: direct pass through of expenses over base year
- . 125,000 square feet of storage space available (could be converted to office space, limited windows).
- . Back office and storage space available with convenient access to Center City.
- . Retail space available also

THE ABOVE STATED OUTLINE OF ECONOMIC TERMS IS INTENDED TO BE AS COMPLETE AS POSSIBLE. HOWEVER, NEITHER PARTY WILL BE BOUND TO THE OTHER UNTIL AND UNLESS A FORMAL WRITTEN LEASE AGREEMENT IS EXECUTED BY ALL PARTIES.

Building Name Address Town	Map Information Year Built Parking Ratio/1000	Contact Leasing Agency Phone	Stories Floor Size Total Size	Development Stage Rent Add Ons	Min Available Largest Available Total Sq. Ft. Available
Spring Garden Office Park 10th & Spring Garden Philadelphia PA	Page 214, #158 Office Renovated 1928 5.0/1000	Rick Gable Strouse, Greenberg & Co. 215-985-1100	7 Floors 20,000 per fl. 140,000 total	Relet \$12.50 + Electric	20,000 20,000 140,000
238-48 S. 11th St. 238-48 11th Street, South Philadelphia PA	Page 214, #159 Office Completed 1986	Arnold Schlein Cityscapes 215-735-6981	5 Buildings 4 Floors 25,000 total	To Be Determined	No Space Available
Bourse Building 21 5th Street, South Philadelphia PA	Page 214, #161 Office Renovated 1896	Anthony Falcone Corporate Realty Partners 215-922-7810	10 Floors 30,000 per fl. 320,000 total	Relet \$17.76 Full Service	1,500 30,000 87,000
34 South 11th Street 34-40 11th Street, South Philadelphia PA	Page 214, #162 Office Completed 1988	Ward Greer The Binswanger Company 215-448-6000	8 Floors 22,000 per fl. 220,000 total	To Be Determined	No Space Available
PSFS Bldg. 12 12th Street, South Philadelphia PA	Page 214, #163 Office Completed 1933	V.J. Peppenili PSFS-R.E. Dept. 215-636-6903	33 Floors 11,377 per fl. 375,441 total	Relet \$22.00 Full Service	5,000 10,000 10,000
Stephen Girard Bldg. 21 12th St. S. Philadelphia PA	Page 214, #164 Office Completed 1800	Robert E. Ferguson, Jr. Girard Estate 215-568-0440	13 Floors 8,717 per fl. 113,321 total	Relet To Be Determined	1,652 8,717 19,988
Jewelers Building 214 12th Street, South Philadelphia PA	Page 214, #166 Office Completed 1920	G. Kevin Smith M. Baron Corporate Realty Partners 215-922-7810	6 Floors 4,000 per fl. 24,000 total	Relet \$6.00-8.00 + Elec. & Clean.	1,500 3,000 12,000
Belmont Building 219 13th Street, North Philadelphia PA	Page 214, #168 Office Completed 1935	Corporate Realty Partners 215-922-7810	8 Floors 3,000 per fl. 72,000 total	Relet \$15.00 + Electric	3,000 9,000 35,000
315-23 North 12th 315-23 12th Street, North Philadelphia PA	Page 214, #169 Office Completed 1980	Michael Barmash Lanard & Axilbund 215-925-4800	11 Floors 13,600 per fl. 140,000 total	Relet \$3.50 + Electric	6,800 13,600 13,600
The Factory 314 13th Street, North Philadelphia PA	Page 214, #173 Office Completed 1927	Joe Bergon The Arden Group, Inc. 215-569-8300	8 Floors 12,000 per fl. 97,600 total	Relet \$5.75-6.95 + Electric	1,300 16,000 16,000
Belmont Building 1421 Arch St. Philadelphia PA	Page 228, #180 Office Completed 1985	Alan Casnoff/Peter Shaw P&A Associates 215-232-9161	9 Floors 9,000 per fl. 82,312 total	Relet \$10.00 + All Utilities	1,500 9,700 21,900
INA Tower 1600 Arch St. Philadelphia PA	Page 228, #185 Office Completed 1973	Tom Bown Jackson-Cross Company 215-561-8945	27 Floors 18,518 per fl. 500,000 total	To Be Determined	No Space Available
1650 Arch Tower 1650 Arch St. Philadelphia PA	Page 228, #187 Office Completed 1975	Tom Bown Jackson-Cross Company 215-561-8945	27 Floors 22,000 per fl. 650,000 total	Relet \$12.00 Full Service	5,000 20,000 20,000
Two Logan Square 18th & Arch Philadelphia PA	Page 228, #188 Office Completed 1988	Maureen Anastasi JMB/Urban Development Co. 215-568-0551	34 Floors 22,000 per fl. 675,000 total	New \$19.00 + Taxes & Utilities	1,000 29,066 109,954
Bell Atlantic Tower 18th & Arch (N.E. Corner) Philadelphia PA	Page 228, #190 Office Completed 1990	Rick Wideman Bell Atlantic Properties 215-587-4202	51 Floors 21,000 per fl. 1,020,000 total	New \$32.50 + Electric	1,000 43,000 43,000
1926 Arch Street 1926-28 Arch St. Philadelphia PA	Page 228, #192 Office Completed 1907	Harry Kammerer CMS Associates 215-568-6100	4 Floors 11,250 per fl. 45,000 total	Relet \$15.00-15.50 + Elec. & Clean.	4,000 12,000 18,000
2021 Arch Street 2021 Arch Street Philadelphia PA	Page 228, #194 Office Completed 1988	Joe McManus/Slave Perna CB Commercial 215-299-3200	4 Floors 4,800 per fl. 15,900 total	Relet \$14.00 + Elec. & Clean.	1,600 1,600 1,600
2100 Arch Street 2100 Arch Street Philadelphia PA	Page 228, #196 Office Completed 1982	Robert Hess Harold B. Hess Co. 215-732-9776	8 Floors 6,100 per fl. 48,800 total	To Be Determined	No Space Available
2130 Arch Street 2130 Arch Street Philadelphia PA	Page 228, #197 Office Renovated 1940	Conrad Hess Strouse, Greenberg & Co. 215-985-1100	2 Buildings 5 Floors 101,000 total	Relet \$16.50 + Electric	15,000 15,000 15,000
Mulberry Atrium 2133 Arch Street Philadelphia PA	Page 228, #198 Office Completed 1988	Kathie Carr The Flynn Company 215-561-6565	4 Floors 8,000 per fl. 32,800 total	Relet \$16.50 + Electric	2,000 7,900 21,800
Three Parkway Bldg. 3 Ben Franklin Pkwy. Philadelphia PA	Page 228, #199 Office Completed 1970	Tom Bown Jackson-Cross Company 215-561-8945	20 Floors 28,500 per fl. 600,000 total	Relet \$12.00 Full Service	2,500 300,000 300,000
The Windsor 1700 Ben Franklin Pkwy. Philadelphia PA	Page 228, #200 Office Completed 1964	Tina Roberts The Windsor Associates—Edward Brow 215-351-4000	3 Floors 7,000 per fl. 24,000 total	Relet \$10.00-14.00 Double Net	1,500 2,300 3,800
The Brandywine Factory Brandywine @ 21st St. Philadelphia PA	Page 228, #202 Office Completed 2.0/1000	David Barnhart Meridian Dev. Corp. 215-886-2200	3 Floors 5,100 per fl. 16,000 total	Relet \$12.00 + Electric	1,100 1,300 2,400
The Bellevue Broad St. @ Walnut Philadelphia PA	Page 228, #204 Office Completed 1987	William P. Rubin Richard I. Rubin Co. 215-875-0700	9 Floors 30,000 per fl. 250,000 total	New \$21.00 Full Service	707 3,854 7,270

Our building listings are updated continually by a research staff of 80.

**BELL ATLANTIC**

**ATTACHMENT H**

**Supporting Documentation**

**Used to Develop**

**Regional Cost of Central Office Features**

**x     Composite Cost of Capital**

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**=     Annual Rental for Central Office Features**

## Central Office Space For Collocation

Due to the nature of a Central Office, or in real estate terms, Telephone Exchange or Communications Center, the function of this type of facility functions as an environmentally controlled space, in which the potential of "ground rise" has been eliminated the space has non-static potential, with security and fire detection. This facility operates 24 hours a day, seven days a week, 365 days a year. Due to the size and weight of the telephone switch or computer, the floor and structure must be modified to accept this sensitive and yet large configuration.

Due to these unique features, the real estate community considers this a "speciality building" which for sale or for leasing, must be based on a "replacement" cost analysis. Because of this situation, it has been determined that a logical method to price this collocation rent would be to take the commercial rental rate for that area and add the "enhanced" components for a typical space. The "enhanced" components are:

- |                            |                          |
|----------------------------|--------------------------|
| a. Floor loading           | e. Non static flooring   |
| b. Floor to ceiling height | f. Grounding (equipment) |
| c. HVAC requirements       | g. Electrical service    |
| d. Alarm systems           | h. Security system       |

These "enhanced" features also provide for the embedded cost of constructing the facility. These costs are developed from the 1992 Means Building Construction Cost Data. The formula for collocation rent will be as follows:

$$\begin{array}{rcl} \text{A} & + & \text{B} = \text{C} \\ \hline \text{Rent prevailing} & & \text{Enhanced} & & \text{Prevailing base} \\ \text{in area for} & & \text{Components} & & \text{rent for Central} \\ \text{commercial office} & & \text{(Amortized)} & & \text{Office space} \\ \text{facilities} & & & & \end{array}$$



Formula - $A \times B \times C = \text{Unit Price Index (Rent)}$														
Central Office Collocation Unit Price Index For Rent (Annual)														
Component	A Cost Multiplier	B City Index	C Unit Cost	Baltimore Md. (.975)(B)	Charleston WV (.979)(B)	Huntington WV (.978)(B)	Newark NJ (1.106)(B)	Jersey City NJ (1.075)(B)	Philadelphia PA (1.095)(B)	Pittsburgh PA (1.004)(B)	Richmond VA (.849)(B)	Norfolk VA (.815)(B)	Wilmington DE (1.006)(B)	Washington DC (.96)(B)
Floor Loading (250PSF)	1.1	(B)	\$8.07	8.65	8.69	8.68	9.81	9.54	9.72	8.91	7.53	7.23	8.93	8.52
Floor to Ceiling Height (14')	1.1	(B)	2.04	2.19	2.20	2.19	2.48	2.41	2.46	2.25	1.91	1.83	2.26	2.15
HVAC Filtration (85% Filtration & Humidity Control)	1.1	(B)	16.45	17.64	17.72	17.70	20.01	19.45	19.81	18.17	15.36	14.75	18.20	17.37
Alarm Systems (Early Warning Fire)	1.1	(B)	2.87	3.08	3.09	3.09	3.49	3.39	3.46	3.17	2.68	2.57	3.18	3.03
Flooring (Non-Static)	1.1	(B)	3.54	3.80	3.81	3.81	4.31	4.19	4.26	3.91	3.31	3.92	3.92	3.74
Grounding	1.1	(B)	.63	.68	.68	.68	.77	.74	.76	.70	.59	.56	.70	.67
Electrical Service	1.1	(B)	13.40	14.37	14.43	14.42	16.30	15.85	16.14	14.80	12.51	12.01	14.83	14.15
Security	1.1	(B)	1.22	1.31	1.31	1.31	1.48	1.44	1.47	1.35	1.14	1.09	1.35	1.29
TOTAL: \$/S.F. Upgrade			\$48.22	51.72	51.93	51.88	58.65	57.01	58.08	53.26	45.03	43.96	53.37	50.92

I. CALCULATION OF REGIONAL  
AVERAGE COST OF C.O. COMPONENTS:

Baltimore \$51.72  
 Charleston \$51.93  
 Huntington \$51.88  
 Newark \$58.65  
 Jersey City \$57.01  
 Philadelphia \$58.08  
 Pittsburgh \$53.26  
 Richmond \$45.03  
 Norfolk \$43.96  
 Wilmington \$53.37  
 Washington, D.C. \$50.92

AVERAGE -----> \$52.35

II. CALCULATION OF RETURN ON COST OF C.O. COMPONENTS:

Regional Average Cost of C.O. Components - \$52.35

Regional Rate of Return (Composite Cost of Capital) 12.90%

Annual Rental Per Square Foot for C.O. Components ----> \$6.75